

April 13, 2020

Happy Easter,

What a strange time we are all going through. My thoughts are with all of you and your families.

Brenda and I are still going into the office since we are self contained and able to keep safe space between us. This has enabled us to maintain our regular client care processes and make sure you are all being taken care of from our perspective.

I am reaching out to let you know that I am staying on top of the ongoing impact to your investments by attending multiple Portfolio Manager online presentations and interacting with the fund companies to ensure they are working hard on your behalf. My expectation is that the portfolio managers and analysts will continue to be our front-line contact for the markets and the many changes. I am pleased to say that this is definitely what I am hearing on all calls and meetings. The advantage of being in a technology age means all fund companies have been able to establish strong lines of contact with the companies they are invested in and to get real time information about the markets.

I found the attached piece quite interesting and a good reminder for those of you who are retired along with those who are still saving for your future.

Many of the conversations I have been having touched on these very decisions. If you are retired, can you hold off on taking any redemptions while the investment prices are down? This would accomplish a couple of things – not lock in any loss by selling low and the more shares you own, the higher the reinvested distribution amount will be. Then when prices go up, you own more shares so your asset has grown.

For those in the investing phase, adding a lump sum or periodically is shown to pay off in the future and again, the more shares you own the more reinvested distributions you will receive and when prices go up, your asset has grown.

Let me take this opportunity to again reassure you that the best approach to navigating significant market corrections is to remain patient and focused on the long term. Staying the course in such difficult conditions is never easy, but it is the surest course to future success.

As always, please feel free to get in touch if you have any questions or concerns.

Take care,



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